

THE TRANSPORTATION LINK



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**From the Desk of
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Office of Small and Disadvantaged
Business Utilization**

This New Year's edition of *The Transportation Link* focuses on a subject that is very important to the success of OSDBU – our partners both within the Department of Transportation (DOT) and other government entities. OSDBU's efforts are multiplied when we work together with our partners in the spirit of One DOT.

In this newsletter, we clarify the roles of each of these partners and highlight our joint efforts to serve the small, disadvantaged and woman-owned business community.

DOT recently redesigned their web site to better serve the public. I hope you will have the opportunity to view it, and the firstgov.gov portal web site for all federal government web sites.

This month we feature Catapult Technology Ltd. as our success story. They recently received a loan through DOT's STLP program, issued by Adams National Bank.

In conclusion, all of us at OSDBU wish you health, success, and happiness in the year 2001. And please remember to *Buckle Up America!*



OSDBU Partners Working Better Together as ONE DOT!

OSDBU's effectiveness is a direct and immediate reflection of their work with partners in the small, disadvantaged and woman-owned business community. Utilizing their four lines of business - Advocacy, Outreach, Financial Services and Organizational Management - enables OSDBU to support the ONE DOT management strategy by promoting the department's overall goal to *move forward, lifted by a visionary spirit and motivated by a ONE DOT sense of cooperation.*

Partnerships play an integral role in meeting the standards set by the OSDBU mission: *"To promote customer satisfaction through successful partnerships that result in an inclusive and effective small business procurement process"*. These partnerships allow OSDBU to more effectively support the small, disadvantaged and woman-owned business community.



The lead article of the June 2000 edition of the *The Transportation Link*, OSDBU Partners – A Whole Stronger Than its Parts, focused on the critical external partnerships that contribute to the success of the Department of Transportation (DOT) Office of Small and Disadvantaged Business Utilization (OSDBU). You can view this article online at: <http://osdbuweb.dot.gov/translink/2000.html>. This month's edition focuses on partnerships within DOT and other government entities, that enhance OSDBU's effectiveness to move forward in the spirit of ONE DOT - Working Better Together.

While OSDBU's internal partners work together in support of all four lines of business, their efforts are most evident in Advocacy and Outreach.

DOT Office of the Secretary (OST)

In the Office of the Secretary, Secretary Rodney Slater and Deputy Secretary Mortimer Downey are invaluable partners in providing visibility and vocalization for OSDBU initiatives. Their backing provides a synergy that fuels the small, disadvantaged, and woman-owned business community. Their leadership of this ONE DOT initiative encourages and supports the entire partnership team.



OSDBU

Office of Small
and Disadvantaged
Business Utilization

wants to hear from you!! Call us toll-free at 1 800 532-1169 with questions or comments about this newsletter or our web site. The Transportation Link's content may be reprinted without permission.

DOT Office of the Senior Procurement Executive

Also within the DOT, Office of the Secretary, is the Office of the Senior Procurement Executive. This OSDBU partner is responsible for ensuring the efficient and effective expenditure of government funds while optimizing the opportunity for attainment of current and future program objectives. They negotiate fair and reasonable contracts and achieve effective administration of these contracts in accordance with statements of work, terms and conditions.



The Office of the Senior Procurement Executive provides extensive information on acquisition policies, business opportunities, the Federal Acquisition Regulations (FAR), the Transportation Acquisition Manual (TAM), etc.

One key initiative that OSDBU and this Office have worked closely on is Federal Business Opportunities (FedBiz Opps) (formerly known as the Electronic Postal Service [EPS]). The Office of the Senior Procurement Executive has taken the lead role in DOT's successful use of this web-based system for posting solicitations and other procurement-related documents to the Internet. OSDBU encourages all small businesses to register with FedBiz Opps at <http://eps.gov/> to receive information on DOT contracting opportunities.

Another initiative that OSDBU and this office have worked closely together on is Central Contractor Registration (CCR). DOT has partnered with the Joint Electronic Commerce Program Office of the U.S. Department of Defense (DOD) to use the CCR system to obtain financial electronic funds transfer (EFT) information. OSDBU encourages small businesses to register and maintain their EFT

information in DOD's web-based CCR program at <http://www.ccr2000.com>.

You can learn more about the Office of the Senior Procurement Executive on their web site at <http://www.dot.gov/ost/m60/>

DOT Office of General Counsel

The Office of General Counsel serves as the principal legal officer and advisor to the Secretary. This office coordinates and oversees the work of the Department's many legal offices. Each Operating Administration (OA) has a separate legal staff headed by a Chief Counsel.

In partnership with OSDBU, the Office of General Counsel provides expertise and counsel in legislative and legal issues that affect the OSDBU community. They have been instrumental in the development and implementation of the Disadvantaged Business Enterprise (DBE) program and the Transportation Equity Act for the 21st Century (TEA-21).

You can learn more about the Office of General Counsel on their web site at <http://www.dot.gov/ost/ogc/index.html>



DOT Office of Civil Rights (OCR)

The Departmental Office of Civil Rights (DOCR) is committed to eliminating unlawful discrimination on the basis of race, color, national origin, sex and age, and against individuals with disabilities in federal and federally-assisted transportation programs. DOCR serves as an advocate to the owners of small, disadvantaged and woman-owned businesses who feel that they have been discriminated against. When individuals file a complaint with DOCR, the Department takes proper action towards investigating and documenting the facts in an effort to arrive at the correct, legal resolution of the complaint.

DOCR is also an active participant in many OSDBU outreach events. Throughout the year, DOCR representatives speak at conferences and workshops on the DOT Disadvantaged Business Enterprise (DBE) program, other certification programs procedures, and denial of certification appeal rights.



You can learn more about DOCR on their web site at <http://www.dot.gov/ost/docr/>

DOT Small Business Specialists

The Office of the Secretary (OST), the Transportation Administration Service Center (TASC) and each of the eleven operating administrations within the DOT has Small Business Specialists that provide counseling on an array of issues that pertain to small businesses including:

- * the basic procedures of the procurement process and government contracting
- * small purchase procedure
- * helpful points of contact at the Federal, state and local levels.

If you have questions on business opportunities within OST, TASC or an individual operating administration, the Small Business Specialist should be your first point of contact. They are committed to addressing and responding to small business inquiries with courteous and prompt service.



Contact information for the Small Business Specialists is available on the OSDBU web site at <http://osdbuweb.dot.gov/business/mp/contract18.html>

U.S. Small Business Administration (SBA)

The U.S. Small Business Administration (SBA) helps entrepreneurs in almost every aspect of starting their business through each stage of expansion to become a successful business. SBA provides assistance for small and disadvantaged businesses, and woman-owned businesses. They have loan and bonding programs, federal procurement assistance, business counseling and training, research and development assistance, business information services, advocacy for small business, assistance for Armed Forces Veterans, and many other programs.



There are numerous initiatives that SBA and DOT both support that provide assistance to the small, disadvantaged and woman-owned business community. SBA representatives participate very actively in OSDBU outreach efforts. SBA and DOT have also jointly entered into several Memorandums of Understanding (MOUs) and Partnership Agreements to streamline procedures and support common goals. These

can be viewed on the OSDBU web site at <http://osdbuweb.dot.gov/business/legislation/mem.html>

You can learn more about SBA on their web site at <http://www.sba.gov/>.

State Departments of Transportation

The U.S. DOT, through its operating administrations, distributes approximately \$18 to over \$22 billion annually to help finance thousands of projects across the country. Approximately 85% of the assistance dollars is for construction. The major portion of the construction funds is allocated to state highway and transportation agencies for highway construction.



DOT works jointly with the state DOTs to administer this program and all U.S. DOT-funded programs. You can access State DOT sites and Procurement Information on the OSDBU web site at <http://osdbuweb.dot.gov/business/procurement/states.html#states>

Another example of partnership efforts with the states is the Disadvantaged Business Enterprise (DBE) program. DOT DBE regulations require recipients of DOT fed-

eral financial assistance to establish goals for the participation of disadvantaged entrepreneurs and certify the eligibility of DBE firms to participate in their DOT-assisted contracts. OSDBU works very closely with the states in the administration of this program.

You can learn more about the DBE program on the OSDBU web site at <http://osdbuweb.dot.gov/business/dbe/index.html>

All of OSDBU's partners provide added expertise and energy to DOT's commitment to serve the small, disadvantaged and woman-owned business community as ONE DOT – Working Better Together!

Small Business Administration (SBA) Contact Information

Web Site

<http://www.sba.gov>
<http://pro-net.sba.gov>

Toll Free Phone Number

1-800-UASK-SBA
(1-800-827-5722)

E-mail Questions

answerdesk@sba.gov

DOT Web Site Redesigned

The DOT web site was recently redesigned to provide more user-friendly access to the information that DOT customers want to see.

The following three new sections are featured on the home page at <http://www.dot.gov/index.cfm>

- Spotlight - highlighted DOT news issues
- DOT Links - frequently accessed sections of the DOT site
- Quick Answers – responses to DOT's frequently asked questions

OSDBU can be accessed by selecting *Doing Business With DOT* and scrolling down under *DOT Business Opportunities, Policies, and Services*.



For Catapult Technology Ltd., Long-Term Partnerships Equal Success

As an ROTC scholarship winner and graduate from the University of Utah with Bachelor's Degrees in Computer Science and Psychology, Randy Slager always felt a yearning for success and a need for accomplishment. Upon his college graduation, and approximately the same time that Saigon fell to the North Vietnamese, Slager was commissioned as an officer in the U.S. Army Medical Services Corps and sent to Germany. In 1978, during his service to our nation, he suffered a critical spinal injury. After 2 operations and a 9-month hospitalization period, his career in the U.S. Army was ended.

After returning to the states, Slager found employment as a Computer Scientist for the Federal Bureau of Investigation. He stayed with the Bureau until 1985, when he decided to approach different employment opportunities with several federal contractors. During this time, Slager gained valuable experience working in different aspects of government contracting. Included was a partnership that he helped form, which supported the Department of Transportation (DOT) Federal Aviation Administration (FAA) for a period of eight years.

In August of 1996, Randy Slager's dream of owning and operating his own business became a reality. With a firm understanding of the government market and experience with high visibility contracts, Slager founded *Catapult Technology, Ltd.* – an information technology (IT) solutions firm with a primary focus on the federal IT marketplace.

With a current staff of seventeen, *Catapult* has over twenty-five years of federal government IT experience. *Catapult* also received their small disadvantaged business (SDB) certification from the Small Business Administration (SBA) this past September.

"*Catapult* possesses the ability to provide a vast array of IT services such



as business management support, data warehousing support, web-enabling of legacy applications, network engineering and database / security administration to our clients," states Slager. As a small business, *Catapult* has utilized these abilities through involvement in numerous large contracts. They are an Information Technology Omnibus Procurement (ITOP-II) prime contract holder as well as a Value Added Niche Information Technology (VANITS) prime. *Catapult* also provides program management and systems engineering support to the Transportation Administrative Services Center (TASC) Computer Center at DOT.

With projected revenues for this past year at over \$2,000,000, Slager says that the key to *Catapult's* success is being pro-active and persistent. "If you want to be successful in the Federal marketplace, you have to strive for excellence. . . you have to pursue every opportunity," says Slager. And strive for excellence he has. Slager reported \$23,000 in gross revenue in his first year of business, a far cry from the optimistic \$10,000,000 they project for 2001!

Slager utilizes the Department of Transportation's (DOT) Short Term Lending Program (STLP) through Adams National Bank in Washington, D.C. to help provide operating capital for the firm's transportation-related contracts. The loan to *Catapult Technology* was the first

service-disabled veteran owned business that received a loan through the STLP. Asked if this sets a standard for other service-disabled entrepreneurs, Slager says, "I hope so. These men and women have given a lot to this great country. These programs are here to help them."

On his first visit to Adams National Bank, Slager recalls, "For a bank that was brand-new to the Short Term Lending Program, they were extremely organized, detail oriented, and considerate in understanding the needs of small businesses. The people we met with, from the Vice President to the loan officer that processed our loan, were very patient, cooperative and supportive. I believe that this is a very productive program that allows small businesses the opportunity they need to get a fair start." Of his overall experience with the STLP and Adams National Bank, Slager says, "They were a pleasure to work with!"



Slager stands firm in his belief that *Catapult* has the vehicles and experience to be successful and to help others be successful. "Our main objective is to maintain long-term relationships with our clients and ensure that those relationships flourish increasingly during the life of the contract. By being pro-active and anticipating situations before they happen, we can provide our clients with experienced preparedness and quick, responsive solutions." It seems they have done just that.

For more information on *Catapult Technology, Ltd.* call (301) 986-8577 or visit their website at: <http://www.catapulttechnology.com>.

For more information on STLP and participating banks view the OSD-BU web site at <http://osdbuweb.dot.gov/business/mp/mktpkg10.html>

Increasing Seat Belt Use Among African Americans

On December 13, 2000 a blue ribbon panel delivered a report to DOT Secretary Rodney Slater with recommendations on increasing seat belt use among African Americans.

Motor vehicle crashes are the leading cause of death for African American children through age 14 and the second leading killer of young black adults ages 15–24.

The panel members identified 10 strategy recommendations calling for education, training and improved communication strategies to increase seat belt use among African Americans. The panel's report also urged the American public to take action by addressing as a public health issue, the lack of seat belt use in the African American Community.



The blue ribbon panel included an array of distinguished members including the U.S. Surgeon General and representatives from the National Council of Negro Women, Inc. and Meharry Medical College.

For more information, view the DOT press release at <http://www.dot.gov/affairs/nhtsa5600.htm>

FY 2000 Major Preference Program Goals

The Office of Small and Disadvantaged Business Utilization (OSDBU) has posted the Department of Transportation (DOT) FY 2000 Direct Contracting Major Preference Program Goals accomplishments on their web site at <http://osdbuweb.dot.gov/about/dotcont.html>.

DOT's FY 2000 achievements surpassed their goals in every area - except woman-owned businesses where the goal was 5% and the achievement was 4.64%. DOT is committed to working harder to meet their goal for woman-owned businesses in the upcoming fiscal year.

DOT Direct Contracting - FY 2000			
	Goal(%)	Achievement (%)	Achievement (\$000)
Total Prime Contracts	N/A	Achievement	\$1,714,278
Contracts to Small Businesses	32.0%	52.26%	\$895,826
Contracts To Small Disadvantaged Business	14.5%	18.93%	\$324,515
Contracts To Small Disadvantaged Business 8(a)	11.5%	13.52%	\$231,756
Contracts To Small Disadvantaged Businesses Non 8(a)	3.0%	5.41%	\$92,759
Contracts to Women-Owned Business	5.0%	4.64%	\$79,546

The Government-wide Procurement Preference Goals can be viewed on the SBA web site at <http://www.sba.gov/GC/goals/>

A Portal to the Federal Government

FirstGov, located at <http://www.firstgov.gov> is a portal web site that promotes itself as "Your First Click to the U.S. Government." This site provides users with the opportunity to explore federal government web sites by accessing Featured Subjects, branches of the U.S. Government, State and Local information, Interesting Topics, and Keyword Searches.



Of special interest to the OSDBU community is the SBA sponsored section called The U.S. Business Advisor page located at <http://www.business.gov> which provides a variety of information on Business Development, Financial Assistance, Taxes, Laws and Regulations, International Trade, Workplace Issues, and Buying and Selling.

Also included is a section on E-Services, an Information Desk, access to Agencies and Gateways, and How Do I frequently asked questions.

The goal of the U.S. Business Advisor page is "...to make the relationship between business and government more productive." The FirstGov web site is a big step towards making the federal government more accessible.

FAA Concession DBE Goals for FY 2001

The Federal Aviation Administration (FAA) recently issued guidance to recipients on Disadvantaged Business Enterprise (DBE) concession goals for FY 2001.

These goals can be viewed in the DBE section of the Office of Small and Disadvantaged Business Utilization (OSDBU) web site at <http://osdbuweb.dot.gov/business/dbe/index.html#airport> under "Airport Concession Requirement."

Don't forget that you can subscribe to automatically receive e-mail notification of any new DBE information on the OSDBU web site at <http://osdbuweb.dot.gov/about/lists/lists.html>



CALENDAR OF EVENTS FOR January/February 2001

DATE	EVENT	CONTACT
January 25	Northeast 511 Workshop Arlington, VA Sponsored by ITS America & The I-95 Corridor Coalition	Pete Costello (202) 484-4668 pcostello@itsa.org
January 26	Starting Your Business Birmingham, AL Sponsored by SBA and University of Alabama SBDC	(205) 934-6760 sbdc@uab.edu
February 12	U.S. Department of Treasury Vendor Outreach Session Oxon Hill, MD	Dan Sturdivant (202) 622-0375 dan.sturdivant@do.treas.gov http://www.treas.gov/sba
February 16	11th Annual Congressional Gulf Coast Conference Mobile, AL Sponsored by Small Business Development Counsel	Ken Schwartz (334) 460-6004 kschwartz@usamail.usouthal.edu http://mcob.usouthal.edu/sbdc
February 28 - March 1	JPL/NASA 12th Annual High-Tech Small Business Conference 2000 City of Industry, CA	Margo Kuhn (818) 354-5722

<http://osdbuweb.dot.gov>

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Office of the Secretary of Transportation

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